

Message Text

PAGE 01 STATE 208113
ORIGIN OPIC-06

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R 162155Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY MANILA
AMEMBASSY JAKARTA
AMEMBASSY SINGAPORE
AMEMBASSY KUALA LUMPUR
AMEMBASSY BANGKOK

UNCLAS STATE 208113

FROM OPIC

E.O. 11652: N/A

TAGS: EINV

SUBJECT: ASEAN INVESTMENT MISSION

1. RUTHERFORD M. POATS, ACTING PRESIDENT OF OPIC,
ANNOUNCED ON AUGUST 3 AT THE ASEAN MINISTERIAL CONFERENCE
IN WASHINGTON THAT CHARLES W. ROBINSON, VICE CHAIRMAN OF
UNCLASSIFIED

PAGE 02 STATE 208113

BLYTH EASTMAN DILLON AND COMPANY, INC. AND FORMER DEPUTY
SECRETARY OF STATE, WOULD LEAD AN OPIC-SPONSORED INVESTOR
MISSION TO ASEAN FROM OCTOBER 26 TO NOVEMBER 10. OPIC'S
DECISION WAS BASED ON THE ENTHUSIASTIC SUPPORT SHOWN FOR
THE MISSION BY ALL U.S. EMBASSIES, HOST GOVERNMENTS AND
AMERICAN CHAMBERS IN ASEAN DURING THE RECONNAISSANCE TRIP
BY CARL MIDDLETON AND LEIGH HOLLYWOOD. SPECIAL CONFIDENCE
IS PLACED IN THOSE OFFICERS WHO HAVE ACCEPTED THE
RESPONSIBILITY AS COUNTRY COORDINATORS: SAMUEL S. H. LEE,
MANILA; DICK J. REDMOND, JAKARTA; BRUDE MALKIN, SINGAPORE;

W. DONN HEANEY, KUALA LUMPUR; AND SHIRL F. MCARTHUR AND
MATTHEW WARD IN BANGKOK.

2. THE REACTION OF ASEAN MINISTERS TO THE MISSION WAS
UNUSUALLY ENTHUSIASTIC. THEY REQUESTED TO BE APPRISED OF
MISSION DETAILS AS SOON AS POSSIBLE. YOU MAY WISH TO
INFORM APPROPRIATE AUTHORITIES OF MISSION STATUS FROM TIME
TO TIME. DURING A MEETING IN NEW YORK HONORING MINISTERS

ON AUGUST 8, 1978, IT BECAME CLEAR THAT EACH OF ASEAN
COUNTRIES PERCEIVES MISSION DIFFERENTLY AND ENTERTAIN
DIFFERING AND IN SOME CASES UNREALISTIC EXPECTATIONS.
BELIEVE IT IMPORTANT, WITHOUT DAMPERING ENTHUSIASM, TO
PLACE MISSION IN PERSPECTIVE, MAKING CLEAR THAT IT CAN
ACCOMMODATE ONLY SOME OF PRIORITY CONCERNS AND OFFERS NO
CERTAINTY THAT CONCRETE INVESTMENT WILL RESULT. FOR
EXAMPLE, ACCOMMODATING THAI INTEREST IN ASEAN SODA ASH
PROJECT MAY NOT BE POSSIBLE IN ORGANIZING MISSION WHICH
SHOULD CONSIST OF MEMBERS PREPARED TO LOOK AT OPPORTUNI-
TIES IN AT LEAST THREE COUNTRIES. SUBSEQUENT TO MISSION,
OPIC IS PREPARED TO PROMOTE INDIVIDUALLY CERTAIN SELECT
PROJECTS, LIKE THAI SODA ASH, WHICH MAKES SENSE IN ONLY
ONE COUNTRY.

UNCLASSIFIED

PAGE 03 STATE 208113

3. THE PROPOSED ITINERARY AND SCHEDULES OF ACTIVITIES
WHICH HAVE BEEN DISCUSSED WITH THE COUNTRY COORDINATORS
AND HOST GOVERNMENT OFFICIALS ARE AS FOLLOWS:

A. MANILA

THURSDAY, OCTOBER 26

9:00 P.M.: LV. SAN FRANCISCO ON PA 841

SATURDAY, OCTOBER 28

7:50 A.M.: ARR. MANILA. BUS TO MANILA PENINSULA HOTEL
(OFRI CANLAS: RATE - PESOS 182.50).

2:00 P.M.: OPTIONAL BUS EXCURSION TO THE AMERICAN
CEMETERY, INTERAMUROS, NATIONAL MUSEUM, THE CULTURAL
CENTER, AND MABINI STREET SHOPPING.

SUNDAY, OCTOBER 29

MORNING: OPTIONAL HYDROFOIL TRIP TO CORREGIDOR AND
OPTIONAL BUS TRIP TO THE AMERICAN CEMETERY, INTRAMUROS,
NATIONAL MUSEUM, THE CULTURAL CENTER AND MABINI STREET
SHOPPING.

3:30 P.M.: AMBASSADOR'S BRIEFING AT THE RESIDENCE.

6:00 P.M.: BUFFET RECEPTION EITHER AT RESIDENCE OR PENINSULA HOTEL (AT EMBASSY'S OPTION) HOSTED BY MISSION FOR GOP AND EMBASSY OFFICIALS AND BUSINESSMEN AND WIVES.

MONDAY, OCTOBER 30

7:30 A.M. - 9:00 A.M.: BREAKFAST AT PENINSULA HOTEL FOR UNCLASSIFIED

PAGE 04 STATE 208113

APPROXIMATELY A DOZEN AMCHAM OFFICIALS.

9:30 A.M. - 12:30 P.M.: EXCHANGE OF VIEWS WITH GOP MINISTERS AND OFFICIALS AT PENINSULA HOTEL OR OTHER LOCATION ACCEPTABLE TO BOI.

1:00 P.M. - 3:00 P.M.: LUNCHEON HOSTED BY MISSION FOR APPROXIMATELY 25 EMBASSY AND GOP OFFICIALS AT PENINSULA HOTEL, OR MANILA HOTEL IF CLOSER TO SITE OF MORNING MEETING.

3:00 P.M.: FREE FOR INDIVIDUAL APPOINTMENTS.

7:00 P.M.: PRIVATE DINNERS HOSTED BY PHILIPPINE BUSINESSMEN.

TUESDAY, OCTOBER 31

MORNING: VISIT WITH PRESIDENT MARCOS AT MALACANANG PALACE.

AFTERNOON: SPLIT INTO INDUSTRY SECTORS FOR VISITS TO DIFFERENT INDUSTRIAL PLANTS.

7:00 P.M.: MANAGEMENT ASSOCIATION OF THE PHILIPPINES (SVG) TO HOST DINNER.

WEDNESDAY, NOVEMBER 1

7:30 A.M. - 9:00 A.M.: BREAKFAST DEBRIEFING FOR AMBASSADOR AT PENINSULA HOTEL.

UNTIL DEPARTURE: FREE FOR INDIVIDUAL APPOINTMENTS. UNCLASSIFIED

PAGE 05 STATE 208113

B. SINGAPORE

WEDNESDAY, NOVEMBER 1

5:00 P.M.: ARRIVE SINGAPORE WITH ONE SECTION OF

APPROXIMATELY 15 BUSINESSMEN WHO WILL LEAVE AT 8:00 P.M.
ON SQ210 FOR JAKARTA AND ONE SECTION OF APPROXIMATELY 15
BUSINESSMEN WHO WILL TAKE BUS TO SHANGRI-LA HOTEL
(MICHAEL TAN: RATE S\$113.30).

8:30 P.M.: AMBASSADOR'S BRIEFING AT THE RESIDENCE.

THURSDAY, NOVEMBER 2

7:30 A.M. - 9:30 A.M.: BREAKFAST HOSTED BY MISSION FOR

ABC GOVERNORS AT SHANGRI-LA.

10:00 A.M. - 12:30 P.M.: EXCHANGE OF VIEWS WITH GOS
MINISTERS AND OFFICIALS AT MINISTRY OF FINANCE OFFICES.

1:00 P.M. - 2:30 P.M.: LUNCHEON HOSTED BY MISSION FOR GOS
AND EMBASSY OFFICIALS AND MANUFACTURERS ASSOCIATION
OFFICERS (NO SPEAKER, SEATING ARRANGED TO MATCH BUSINESS
INTERESTS).

2:30 P.M.: FREE FOR INDIVIDUAL APPOINTMENTS.

6:30 P.M.: PRIVATE DINNERS HOSTED BY SINGAPORE BUSINESS-
MEN.

FRIDAY, NOVEMBER 3

8:30 A.M. - 1:00 P.M.: BUS TO JURONG TOWN INDUSTRIAL
ESTATE AND TRAINING CENTER AND SPLIT INTO GROUPS TO VISIT
UNCLASSIFIED

PAGE 06 STATE 208113

PLANTS.

1:00 P.M. - 3:00 P.M.: LUNCHEON HOSTED BY MISSION FOR
INDUSTRIAL ESTATE BOARD AND OTHERS AT CONVENIENT PLACE.

3:00 P.M.: FREE FOR INDIVIDUAL APPOINTMENTS.

6:30 P.M.: PRIVATE DINNERS HOSTED BY SINGAPORE BUSINESS-
MEN.

SATURDAY, NOVEMBER 4

9:00 A.M. - 1:00 P.M.: TOUR OF HARBOR AND CONTAINER PORT
FACILITIES.

AFTERNOON AND EVENING: FREE. (EMBASSY MIGHT SUGGEST
OPTIONAL BUS EXCURSIONS OR OTHER ACTIVITIES) DATE AND
TIME OF MEETING WITH PRIME MINISTER LEE KUAN YEW STILL TO
BE DECIDED.

SUNDAY, NOVEMBER 5

8:00 A.M. - 9:30 A.M.: BREAKFAST DEBRIEFING FOR
AMBASSADOR AT SHANGRI-LA.

UNTIL DEPARTURE FOR AIRPORT: FREE FOR APPOINTMENTS.

2:30 P.M.: LV. SQ108 TO KUALA LUMPUR

C. JAKARTA

WEDNESDAY, NOVEMBER 1

UNCLASSIFIED

PAGE 07 STATE 208113

9:00 P.M.: ARRIVE JAKARTA WITH ONE SECTION OF
APPROXIMATELY 15 BUSINESSMEN; PROCEED BY BUS TO JAKARTA
HILTON HOTEL (MADE PETARA: RATE - US\$25).

THURSDAY, NOVEMBER 2

7:00 A.M. - 9:00 A.M.: AMBASSADOR'S BRIEFING AT BREAKFAST
HOSTED BY MISSION AT HILTON HOTEL.

9:30 A.M. - 12:30 P.M.: EXCHANGE OF VIEWS WITH GOI
MINISTERS TO BE ORGANIZED BY CAPITAL INVESTMENT BOARD.

1:00 P.M. - 3:00 P.M.: LUNCHEON FOR GOI AND EMBASSY
OFFICIALS.

3:00 P.M.: FREE FOR INDIVIDUAL MEETINGS.

7:00 P.M.: PRIVATE DINNERS HOSTED BY INDONESIAN
BUSINESSMEN AND STATE CORPORATION EXECUTIVES.

FRIDAY, NOVEMBER 3

7:30 A.M. - 9:30 A.M.: BREAKFAST AT HILTON FOR AMCHAM
OFFICIALS HOSTED BY MISSION.

10:00 A.M. - 1:00 P.M.: SPLIT INTO INDUSTRY GROUPS FOR
SHORT PLANT TOURS.

1:00 P.M. - 7:00 P.M.: FREE FOR INDIVIDUAL APPOINTMENTS.

7:00 P.M.: PRIVATE DINNERS HOSTED BY INDONESIAN BUSINESS-
MEN AND STATE CORPORATION EXECUTIVES.

SATURDAY, NOVEMBER 4

MORNING: VISIT WITH PRESIDENT SUHARTO.
UNCLASSIFIED

PAGE 08 STATE 208113

4:00 P.M.: DEBRIEFING FOR AMBASSADOR AT THE RESIDENCE.

6:00 P.M.: DINNER RECEPTION HOSTED BY THE INDONESIAN CHAMBER OF COMMERCE.

SUNDAY, NOVEMBER 5

UNTIL DEPARTURE: FREE FOR APPOINTMENTS.

12:45 P.M.: LV ON CX170 FOR KUALA LUMPUR.

D. KUALA LUMPUR

3:10 P.M.: SECTION FROM JAKARTA ARRIVES, AND

3:15 P.M.: SECTION FROM SINGAPORE ARRIVES. BUS TO HOTEL HILTON (ROHANNA RAMLI - RATE: M\$62.00). HAS OFFERED 40 ROOMS FOR MONDAY, NOVEMBER 6 THROUGH DEPARTURE ON WEDNESDAY, NOVEMBER 8, BUT HILTON HAS NOT OFFERED ROOMS FOR SUNDAY, NOVEMBER 5. APPRECIATE EMBASSY EFFORTS TO SECURE ROOMS FOR NOVEMBER 5 IN HILTON IF POSSIBLE. IF NECESSARY, MISSION MEMBERS COULD DOUBLE UP AND/OR BE PLACED IN DIFFERENT HOTELS.

7:00 P.M.: AMBASSADOR'S BRIEFING AT THE RESIDENCE.

MONDAY, NOVEMBER 6

7:30 A.M. - 9:00 A.M.: BREAKFAST AT HILTON FOR ABC HOSTED BY MISSION.

9:30 A.M. - 12:30 P.M.: EXCHANGE OF VIEWS WITH GOM UNCLASSIFIED

PAGE 09 STATE 208113

MINISTERS AND OFFICIALS AT THE PRIME MINISTER'S OFFICE.

1:00 P.M. - 3:00 P.M.: LUNCHEON HOSTED BY MISSION FOR GOM AND EMBASSY OFFICIALS.

3:00 P.M.: FREE FOR PRIVATE APPOINTMENTS.

7:30 P.M.: DINNER PARTIES HOSTED BY MALAYSIAN BUSINESSMEN.

TUESDAY, NOVEMBER 7

MORNING: VISIT WITH PRIME MINISTER DATUK HUSSEIN ONN.

12:00 NOON - 3:00 P.M.: LUNCHEON HOSTED BY MALAYSIAN PRIVATE SECTOR FOR MISSION INCLUDING SHORT PROGRAM TO

DESCRIBE INVESTMENT OPPORTUNITIES.

3:30 P.M. - 5:30 P.M.: BUS TOUR TO INDUSTRIAL ESTATE PLANTS.

8:00 P.M.: DINNER HOSTED BY MISSION FOR PRIVATE MALAYSIAN BUSINESSMEN AT HILTON.

WEDNESDAY, NOVEMBER 8

7:30 A.M. - 9:30 A.M.: MISSION HOSTS BREAKFAST DEBRIEFING FOR AMBASSADOR AT HILTON.

9:30 A.M. UNTIL DEPARTURE FOR AIRPORT: FREE FOR INDIVIDUAL APPOINTMENTS.

1:00 P.M.: LV ON MH832A FOR BANGKOK.

E. BANGKOK

2:20 P.M.: MISSION ARRIVES. BUS TO SIAM INTERCONTINENTAL HOTEL (NIPHON PALALIKIT - RATE: BAHT 600).

UNCLASSIFIED

PAGE 10 STATE 208113

5:30 P.M. - 7:00 P.M.: AMBASSADOR'S BRIEFING AT INTER-CONTINENTAL.

7:30 P.M. - 9:30 P.M.: BUFFET RECEPTION FOR PRIVATE BUSINESSMEN AT INTERCONTINENTAL HOSTED BY MISSION.

THURSDAY, NOVEMBER 9

7:00 A.M. - 8:30 A.M.: MISSION HOSTS BREAKFAST AT INTER-CONTINENTAL FOR AMCHAM OFFICIALS.

9:30 A.M. - 12:30 P.M.: EXCHANGE OF VIEWS WITH RTG MINISTERS AND OFFICIALS TO BE ORGANIZED BY BOARD OF INVESTMENT, PROBABLY AT GOVERNMENT HOUSE.

1:00 P.M. - 3:00 P.M.: LUNCHEON FOR RTG AND EMBASSY OFFICIALS AT INTERCONTINENTAL TO BE HOSTED BY MISSION.

3:00 P.M.: FREE FOR PRIVATE APPOINTMENTS.

7:30 P.M.: PRIVATE DINNERS HOSTED BY THAI BUSINESSMEN.

FRIDAY, NOVEMBER 10

MORNING: VISIT WITH PRIME MINISTER KRIANGSAK

12:30 P.M. - 2:30 P.M.: LUNCHEON FOR RTG AND EMBASSY OFFICIALS AND BUSINESSMEN HOSTED BY MISSION WITH JOHN MOORE, CHAIRMAN OF EXIM BANK AS GUEST.

2:30 P.M. - 5:30 P.M.: SPLIT INTO INDUSTRY GROUPS FOR
PLANT TOURS.
UNCLASSIFIED

PAGE 11 STATE 208113

7:30 P.M. - 9:00 P.M.: DEBRIEFING FOR AMBASSADOR AT THE
RESIDENCE. MISSION ENDS. IF RTG WISHES, A FUNCTION SUCH
AS PRIVATE DINNERS COULD BE INCLUDED FRIDAY NIGHT. ALSO
RTG MAY WISH TO TAKE ADVANTAGE OF ITS POSITION AS LAST
MISSION COUNTRY BY ORGANIZING OPTIONAL ACTIVITIES ON
SATURDAY AND/OR SUNDAY SUCH AS SPECIAL AGRIBUSINESS OR

PLANT TOURS, OR EXCURSIONS TO OTHER CITIES.

4. COUNTRY COORDINATORS HAVE COMPLETE AUTHORITY AND
RESPONSIBILITY TO ORGANIZE ALL MISSION ACTIVITIES IN THEIR
RESPECTIVE COUNTRIES. THUS, COUNTRY COORDINATORS MAY
ORGANIZE MISSION ACTIVITIES AS SUGGESTED HEREIN OR MAY
ORGANIZE THEM IN WHATEVER OTHER MANNER SEEMS CONVENIENT
OR NECESSARY. A COUNTRY COORDINATOR SHOULD, HOWEVER,
CONSULT WITH OPIC PRIOR TO MAKING ANY FUNDAMENTAL
REARRANGEMENT. THE MOST DIFFICULT TASK WILL BE TO MATCH
MISSION MEMBERS OR INDIVIDUALS OR IN SMALL GROUPS FOR
PRIVATE DINNERS WITH LOCAL BUSINESSMEN. COUNTRY
COORDINATORS MAY WISH TO FORM AN AD HOC COMMITTEE OF LOCAL
OFFICIALS AND BUSINESSMEN AND AMCHAM MEMBERS TO ASSIST IN
THIS TASK. OPIC WILL GIVE AS MUCH ADVANCE NOTICE AS
POSSIBLE OF THE NAMES AND TITLES OF MISSION MEMBERS, AND
THEIR COMPANY CAPABILITIES AND MISSION OBJECTIVES.

5. SOME CHECKLIST ITEMS FOR COUNTRY COORDINATORS ARE:
(A) OPIC WILL DISTRIBUTE TO MISSION MEMBERS AT A ONE-DAY
WASHINGTON SEMINAR ON EITHER OCTOBER 10, 11 OR 12 A
BRIEFING BOOK ON EACH MISSION COUNTRY. COUNTRY
COORDINATORS SHOULD PROVIDE OPIC WITH MATERIAL TO BE
INCLUDED IN THE BRIEFING BOOK, SUCH AS CURRENT LISTS OF
GOVERNMENT OFFICIALS, INVESTMENT LAWS AND REGULATIONS,
ECONOMIC TRENDS REPORTS, BACKGROUND NOTES, LIST OF
AMERICAN FIRMS, COUNTRY GUIDES, BROCHURE FROM INVESTMENT
PROMOTION AGENCIES, ETC. ONE COPY EACH WILL BE
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PAGE 12 STATE 208113

SUFFICIENT IF IT IS SUITABLE FOR RECOPYING BY OPIC.
(B) ARRANGE AIRPORT VIP LOUNGE FOR ARRIVAL AND DEPARTURE
OF MISSION. SENIOR OFFICER OF BOARD OF INVESTMENT SHOULD
WELCOME MISSION, SERVE LIGHT REFRESHMENTS, HANDOUT
SCHEDULE OF ACTIVITIES AND PRIVATE INVITATIONS WHILE
AWAITING CUSTOMS AND IMMIGRATION CLEARANCE. SEPARATE
BAGGAGE TRUCKS SHOULD BE MADE AVAILABLE ALONG WITH BUS.
(C) COUNTRY COORDINATORS SHOULD DETERMINE THE NEED FOR

SECURITY SUCH AS MOTORCYCLE ESCORT OR SPECIAL GUARDS, IF ANY, AND ARRANGE FOR IT. (D) COUNTRY COORDINATORS SHOULD ARRANGE FOR APPROPRIATE PRESS CONFERENCES FOR THE MISSION CHAIRMAN. (E) IF POSSIBLE, EMBASSY SHOULD PROVIDE BEVERAGES FOR MISSION USE IN HOTEL HOSPITALITY SUITE. (F) OPIC WOULD APPRECIATE SUGGESTIONS AND IDEAS FROM EACH POST WHICH CAN FURTHER IMPROVE MISSION QUALITY.

6. EACH EMBASSY IS AUTHORIZED TO USE OPIC CHARGE ACCOUNT NUMBER 71X4030 FOR UP TO 750 U.S. DOLLARS FOR MISCELLANEOUS EXPENSES IN PREPARING FOR MISSION, INCLUDING AMONG OTHER THINGS, PRINTING AND POSTING OF INVITATIONS, SECRETARIAL SERVICES, TAXIS, TELEPHONE AND CABLE, AND ANY

BREAKFASTS, LUNCHEONS OR DINNERS WHICH FACILITATE COORDINATION OF THE AD HOC COUNTRY COMMITTEES. THE EMBASSY IS REQUESTED TO PAY AMOUNTS IN LOCAL CURRENCY EXCEEDING 750 U.S. DOLLARS BUT NOT EXCEEDING 2,000 U.S. DOLLARS TO COVER EXPENSES REQUIRED TO MEET THE NEEDS OF THE ENCLOSED ITINERARY, SUCH AS EMBASSY RECEPTIONS, AND USE THE SAME STATION ACCOUNT NUMBER. THESE CHARGES WILL BE COVERED BY MISSION REVENUES. CHARGES MUST BE SUPPORTED BY PROPERLY RECEIPTED VOUCHERS SUBMITTED TO OPIC WITHIN 30 DAYS AFTER MISSION DEPARTS. A TRAVEL AGENCY WILL BE RESPONSIBLE FOR PAYING FOR HOTEL ROOMS, BUS RENTAL AND BREAKFASTS, LUNCHEONS, UNCLASSIFIED

PAGE 13 STATE 208113

DINNERS AND RECEPTIONS HELD ON BEHALF OF THE MISSION AT PUBLIC PLACES. HOWEVER, COUNTRY COORDINATORS ARE RESPONSIBLE FOR SELECTION OF THE PLACES FOR OFFICIAL MISSION ENTERTAINMENT, THE NUMBER OF GUESTS AND MENU SELECTION. MENUS SHOULD BE FIRST CLASS BUT NOT LAVISH. GUIDELINES ON MENU SELECTION WILL BE POSTED BY MAIL. THE NUMBER OF GUESTS FOR EMBASSY AND AMCHAM BRIEFING BREAKFASTS SHOULD BE ABOUT 8 TO 12; FOR LUNCHEONS AND DINNERS APPROXIMATELY THE SAME NUMBER AS THE MISSION CONTINGENT; AND FOR RECEPTIONS--WHATEVER NUMBER THE EMBASSY DEEMS APPROPRIATE (SPOUSES OF GUESTS MAY BE INCLUDED WHERE EMBASSY DEEMS BENEFICIAL ALTHOUGH MISSION MEMBERS WILL NOT BE ACCOMPANIED BY SPOUSES).

7. FOR JAKARTA AND SINGAPORE. ROBINSON WILL SPLIT HIS TIME BETWEEN JAKARTA AND SINGAPORE. HIS ITINERARY WILL HAVE TO BE SET AFTER DETERMINATION OF DATE AND TIME OF MISSION CALLS ON PRESIDENT SUHARTO AND PRIME MINISTER LEE KUAN YEW. THE MISSION WILL HAVE TWO DEPUTY CHAIRMEN, WHO WILL BE SENIOR EXECUTIVES OF MAJOR INDUSTRIAL COMPANIES, TO ACT AS OFFICIAL MISSION SPOKESMEN IN THE ABSENCE OF ROBINSON IN JAKARTA AND SINGAPORE. VANCE

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To: MANILA JAKARTA MULTIPLE
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